

## **Trevor Spinks**

### **Head of Sales and Distribution**

#### **Scoot-Tigerair**

Trevor has over 12 years of airline experience in Europe (easyJet) and Asia (Scoot and Tigerair).

Starting his airline career in 2005 with easyJet as Revenue Manager for the UK regions, he later held the position of Commercial Manager UK regions, managing a portfolio of over 150 routes, with over 40 aircraft and numerous commercial responsibilities across the UK ranging from pricing and revenue management, network development, PR, marketing and ultimately P&L.

His last three years at easyJet he undertook the Commercial Manager London role with responsibility for four London airports, Gatwick, Luton, Stansted and Southend (over 80 aircraft, 200 routes) driving P&L and market share. Successfully launching over 60 new routes at his time with easyJet and was accountable for building and maintaining robust contractual (and operational) relationships with the airports.

Trevor joined Scoot in Singapore as Senior Manager Planning in 2013. To build, lead and develop the team as the airline grew rapidly over the start-up phase. Accountable for pricing / revenue management, network development, forecasting and budgeting, scheduling, fleet management, international relations / regulations, T&C's, conditions of carriage and reporting, as well as the 2ic commercial.

In April 2015, Trevor was promoted to his current role as Head of Sales & Distribution. Leading a team of 30 accountable for the development and implementation of Scoot's sales & distribution strategies. Covering areas ranging from reservation systems, interline, payment solutions, GDS & API implementation as well as mobile commerce, his sales portfolio covers GSA's, country management, sales support and group teams.

Trevor has a BSc (Hons) degree in Applied Physics from Oxford Brookes University.

